

R E V I E W.

Saturday, May 23. 1713.

IN my last I stated the first Principle of all Argument in the Affair of a Trade with *France*, (*viz.*) Is it worth while for us to open a Trade to *France*, or is it not? Will the *French* Trade be a Market for our Manufactures, or will it not? I have not undertaken to give an Answer to this Argument my self, leave it to you all to answer your own way, at least for the present.

The reason of my stating it thus, is, Because there is no Arguing with People who are divided by their Parties rather than by their Reason, but by running them back to first Principles, and bringing the Argument to shock their Senses; then sometimes they will start back at their own Appearance, and wonder little at themselves.

If we can Trade to *France* with Advantage, we are Fools if we decline it; if not, we shall be Fools if we embrace it — Either *France* is abundantly able to make Woollen Manufactures for her self, and, as I say, for other parts of the World too, or she is not; if she is, the *French* would be mad to take any of us; and if she is not, we are able to supply them, and should be mad to reject the Offer.

But, say the Gentlemen who Argue thus, They not only can make all our Manufactures, but make them better, and cheaper too than we can — Now if this were true, why should the *French* be so hard to yield up the high Duties they have laid on our *English* Goods? The laying high Duties on a Foreign Manufacture, is always done to encourage the making it at Home, and prevent Foreigners underselling the Natives; there can be very little other Reason given for it; for if Foreigners could not outbid the Natives, either in Price or in Goodness, there could be no need of Prohibitions or high Duties, the nature of the thing would be a Prohibition; no body would bring them in, for no body would buy them; and therefore in *England*, tho' we make to great a number of Woollen Goods, we admit Woollen Goods to be imported from other Parts, the Reason is plain, (*viz.*) That we fear no body underselling us.

But if *France* strenuously insists upon keeping the Woollen Manufactures to the *Tariff* of 1699. if he is not to reduce them to the freedom they had before,

it is a good way of Reasoning, and I think very just to say, and believe he is convinc'd; if the *English* Manufactures come into *France* we shall out-do, and consequently overthrow their own.

We had an Instance of this in *Scotland* upon the Union: The *Scots* have good Wooll of their own, and if it was not so fine as ours, they never wanted ours, as I doubt it is also in *France* at this time, to help out. The *Scots* willing to improve themselves, and employ their own Poor, of whom they wanted no Numbers, had prohibited the Woollen Manufactures of *England* upon very severe Penalties; and to supply themselves, had erected Manufactures of Cloath, Serges, Stuffs, Druggets, Shalloons, &c. in several Places, and they went on with very good Success at *Edinburgh*, *Leith*, *Sterling*, *Muscelbro*, *Haddington*, and many other Places; and I have seen very fine broad Cloath, well wrought, and good Mixtures; and very fine Shalloons also, that were made in *Scotland*; and had the Prohibitions continued, those Manufactures had continued; for all People must allow the *Scots* are as Poor, and as able to live hard, and consequently work low, as any Nation in the World.

But as soon as the Union opened the Trade, as soon as the *English* could bring their Manufactures in, down went all their Works, all their Workmen went off their Stocks were sunk and broke, and their *English* Workmen, for such they had too, were forced to come back, the *English* out wrought them; and which I have always said of our Manufactures, what they wanted in Price, they made up in Goodness; so that we could send our broad Cloath from *Worcester* to *Edinburgh* and to *Glasgow*, by Land Carriage, of which I am an Eye Witness; and tho' that be near 300 Miles a Horseback, could sell broad Cloath cheaper there, than any could be made in *Scotland*.

Now really I cannot see what End those People serve, who are so willing to persuade us that all our Manufactures are made better and cheaper in *France* than here; would they fright us from sending our Goods thither! For my part, if I was of that Opinion, especially if they believe themselves, if I believed the *French* could make their Woollen Goods so much better than we do, and cheaper, I would

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Vote loudly against opening any Commerce at all with them, for fear they should bring their Woollen Cloath, and Serges, and Perpetuana's and Stuffs hither, and ruin us all.

But when the *French* King himself shall rise up in Judgment against this Generation, and shall Condemn it; for he knows so well that we can out-run his People, *take Weight for Inches*, in the Race of the Woollen Manufacture, that you see how hard he struggles not to give up the Tariff of 1699. in that particular, knowing full well, if we come in upon an open Trade with our Manufactures, his Manufacturing Trade is ruin'd; and his People, who now get their Bread at our Expence, must want Employment: For this Reason he would fain exclude, or except the Woollen Manufactures of *England*, out of the Rule of 1664. and it cannot be suggested that any other thing can be the reason of it.

I think we need go no farther than this to prove, That were the Trade open, and the Duties on our Goods in *France* reduc'd to the Rule or Tariff of 1664. we should soon destroy the hopes of the *French*, and the fears of our own People, in the Affair of erecting Woollen Manufactures in *France*; for if we will suppose the *French* know best where their real Danger lies, as no doubt they do, it is very plain it lies in the coming in of the *English* Woollen Manufactures into *France*; and they discover their sense of this Danger by their fear of it, and their concern to prevent it.

And wherein lies the Danger if the *English* Goods come there? Where indeed! Where but in this! That the real Goodness and Value of the *English* Manufacture, tho' perhaps not cheaper than the *French*, will prevail; and pray note it, that I do not grant it as a thing of no Moment in the Argument, I give it up to you for Argument's sake, that they can make them cheaper than we; nor do I believe it, but that they can work lower than we, and live harder: But on the other hand, take Goodness and Price together, as I have often affirm'd, ours is the cheapest Manufacture in the World; and this the *French* know, and not only so, but they know also, That the real intrinsic Worth of a Manufacture will, *even in all kind of Goods*, command a Price, and command a Trade in all Parts of the World.

I allow the *French* can out-do us in whipt Cream, Froath, and Surface, even in most things; it will for ever be true, that they can *Dance* better, *Sing* better, and *Play* better than we do; any thing that is Superficial, and agreeable to the levity of their Temper, *they out-do us in*; but if they come to the substantial part of any thing, an *English* Man against a *French* Man ever while you live. Thus in the War, at Stratagem, at a Surprise, or at diligent Application, 'tis allow'd that they go beyond us; but at down-right Blows, at mere desperate Fightings, *stand clear there!* They care not to meddle with us; any thing that depends upon the *nimble*, they excel us in; any thing that depends upon the *solid*, we over-match them in; I appeal to *Spittle-Fields*, take an *English* Weaver and a *French*, the *Frenchman* will be sooner in his Loom in the Morning, and later at Night; take up less time in his eating and drinking, and perhaps less *Viſuals* too; go less to the Wrestling-Ring, or Cudgel-Playing, *that is to his Diverſion*, than the *Englishman*; yet the *Englishman* that works fewer Hours, shall make as many Ells in his Loom as the *Frenchman* — *Take it the other way*; Suppose the *Frenchman* throws the Shuttle swifter, makes more speed, and shall work more Ells in his Loom than the *Englishman*, but the *Englishman's* Work is more substantial, thicker and better; and shall sell for more Money than the *Frenchman's*; and so in other Cases. And this is one Reason why *England* has never been effectually rival'd in her Manufactures, and I may say, never will; not by *France* only, but not by any Nation in the World.

If the *French* were not convinc'd of the Truth of this, and that if our Trade is opened, theirs must sink; why, *I say*, are they so loth to let us in upon good Terms? Why so earnest to lay an Inequality upon our Manufactures? On the other hand, *if this is true*, then the opening a Trade to *France* by the taking off the heavy Duties upon them in *France*, will encrease the Consumption of our Manufactures there, and open a Market for us to extend our Trade to a length, which it never, in our Time, was at before.

From this, as a *Principle*, will be necessarily draw several Arguments, as Consequences of this Truth, to confirm the Notion, That opening a Trade with *France* is an Advantage to this Nation.